



Advanced Network Systems Earns VMware® Academic Specialization

CHARLOTTESVILLE, VA, August 9, 2011 – Advanced Network Systems, Inc., specialists in information technology and IT support services, announced today that it has earned VMware’s Academic Specialization. The Academic Specialization status is earned through a combination of expertise in the academic marketplace as well as successful completion of the VMware training. According to VMware, the ability of virtualization technology to manage IT costs while improving agility has made the academic market one of the fastest-growing global markets for server consolidation, desktop virtualization, and cloud computing.

Specializations were developed by VMware to clearly distinguish their reselling partners’ expertise within certain vertical markets. As stated by VMware, the academic specialization designation “recognizes partners for the unique value they bring to customers in the educational market.” Under VMware’s new program, effective August 16, 2011, academic clients must purchase their products through VMware partners with Academic Specialization in order to receive access to academic-specific products and pricing.

According to Lorri Haney, Vice President of Marketing for Advanced Network Systems, “We are pleased to have earned this special distinction and look forward to the new ways we’ll be able to help educational institutions reap the benefits from a virtualized IT environment.” Haney added, “The market-specific knowledge, unique products and special pricing we can offer add a significant level of value to the relationships we have with our academic customers.”

About Advanced Network Systems

Founded in 1996, Advanced Network Systems specializes in the design, implementation and support of information technology solutions. The Company provides a wide spectrum of IT solutions including network security, wireless LANs and WANs as well as IP-based video and telephony applications. Headquartered in Charlottesville, Virginia, Advanced Network Systems supports a diverse base of local, regional and national clients including small and medium-sized businesses as well as a variety of public agencies and educational institutions. The Company is recognized for its superior technical expertise, customer service and providing tangible returns on technology investments. To learn more about Advanced Network Systems, visit the web at www.getadvanced.net or contact Lorri Haney at 434.973.4747.

About VMware

VMware delivers virtualization and cloud infrastructure solutions that enable IT organizations to energize businesses of all sizes. With the industry leading virtualization platform – VMware vSphere® – customers rely on VMware to reduce capital and operating expenses, improve agility, ensure business continuity, strengthen security and go green. With more than 250,000 customers, VMware is the leader in virtualization, which consistently ranks as a top priority among CIOs. VMware is headquartered in Silicon Valley with offices throughout the world and can be found online at www.vmware.com

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